

The top half of the slide features a close-up, slightly blurred image of the American flag. The stars and stripes are visible, with the red stripes running diagonally across the frame. Below the flag image is a solid red horizontal band that serves as a background for the text.

Washington State Procurement Technical Assistance Center (PTAC)

Erin Lopez Nielsen
Program Director

March 4, 2011

www.washingtonptac.org

Washington State Procurement Technical Assistance Center (PTAC)

- Assist with all areas of selling to federal, state, and local government.
- Available for assistance and no charge
- Funded by the centers across Washington State that house PTAC counselors
- The Economic Development Council of Snohomish County, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DOD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DOD or DLA.

Centers Across Washington



Where does PTAC fit in?



Federal Opportunities

The screenshot shows the FedBizOpps.gov website interface. At the top, there's a navigation bar with links: Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below this, a search bar prompts users to search more than 23,200 active federal opportunities. Search filters include Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), Type (Any), and Keyword / Solicitation #. A 'Search' button is present. To the right, a 'RECOVERY' section highlights that FBO now contains Recovery and Reinvestment Act actions, with buttons for 'SEARCH RECOVERY OPPORTUNITIES' and 'SEARCH RECOVERY AWARDS'. Below this, a 'USER GUIDE' section lists roles: Buyer, Vendor, Engineer, and Location / Agency Admin. At the bottom, there are two login sections: 'Buyers / Engineers' and 'Vendors / Citizens', each with fields for Username and Password, and links for 'View Opportunities', 'Register Now', 'Password Reminder', and 'Recovery FAQs'.

- www.fbo.gov
 - Search current opportunities
 - Pre-solicitations
 - Sources Sought
 - Recovery
 - Broad Area Announcements
 - Awards
 - Past opportunities

Upcoming opportunities to meet agency representatives



ALLIANCE
A MUST ATTEND EVENT
The only event this size in WA State for Federal Agency relationship building



Lunch Keynote Speaker:
Seán F. Crean
Department of the Navy, Director,
Office of Small Business Programs
Mr. Crean also serves as chief advisor to the
Navy Secretary on all small business
matters since Jan 2010. Responsible for
small business acquisition policy and
strategic initiatives. Prior to receiving this
appointment, he served as Deputy Assistant
Secretary of the Navy for Acquisition and
Logistics Management during a two year
military recall to active duty as a Rear
Admiral in support of Operation Iraqi
Freedom. Senior procurement analyst and
principal advisor to the SBA 6 regional
offices.

Alliance NW Conference
Opportunities for Small Business
Conference & Trade Show
3.10.2011 7:30AM – 4:00PM

Register at www.AllianceNWConference.org

**Americraft Showplex Exhibition
& Conference Center**
Puyallup, WA 98372
(FREE PARKING in the Blue Lot)

Attendees \$105 per person
(Effective 3/8/2011 prices go to \$125. Online registration ends 3/08/11)

Exhibitor Booth start at \$445
(Effective 3/8/2011 prices go to \$495. Online registration ends 3/08/11 -
subject to availability)

Agencies:
From Washington D.C.
- DHS - Dept. of Homeland Security
- U.S. Department of Interior
- U.S. Dept. of Transportation
From Battle Creek, MI
- DLA Disposition Services

From Arlington, VA
- Veterans Administration
From Mechanicsburg, PA
- Naval Supply System Command

From Across Washington State
- City of Tacoma
- Fairchild AFB - 92nd Contracting
Support
- Federal Aviation Administration
- GSA
- Joint Base Lewis-McChord
- Mission and Installation Command
- Naval Undersea Warfare Center
- Keyport (NAVSEA)
- NAVFAC Northwest
- NISH Northwest

**From Pacific Northwest National
Laboratory**
- SBA - Seattle & Portland Office
- Sound Transit
- State of WA | Dept. of GA
- US Army Corps of Engineers
- US Coast Guard
- US Navy - Fleet Industrial Supply
Center
- WA State Dept. of Transportation

Eagle Sponsors:




Red Sponsors:




Blue Sponsors:








Star Sponsors:








Hosted by the  **Washington State**
Procurement Technical Assistance Center **at the EDC of Snohomish County**

9th ANNUAL RCF Regional Contracting Forum

Introduce your business to the Region's largest government entities; City of Seattle, King County, University of Washington, Sound Transit, Port of Seattle, WA Department of Transportation WA Office of Minority and Women Owned Business Enterprises and others. Attendees have the opportunity to meet government contracting representatives and network with contractors, consultants, and suppliers all at one event. **Arrive early to get a seat for Executive Greeting at 8:00am.**

For more information and to register for this year's event, visit:
<http://www.kingcounty.gov/contractforum>

2011 Major Sponsors Include:








Small businesses, particularly Minority and Women Owned Business Enterprises

Over 80 Agency Exhibitor Tables & 2000 Attendees



Save the Date
Wednesday, March 30th 2011
8:00am to 3:30pm
****Location****
Washington State Convention Center
Seattle, WA

The Forum provides an opportunity for networking between businesses and public contracting authorities. Representatives will be able to discuss and provide information regarding their solicitation, contracting and award processes. We aim to include as many jurisdictions as possible.

- One-on-one interactive sessions between prime and sub contractor/consultants for Construction and Architectural

About GA

The Director

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Employment

News & events

Campus updates

Media information

News releases

Upcoming events

Projects & initiatives

Upcoming Events

| Date | Event |
|---------------------------------|--|
| Wed.-Thur., October 26-27, 2011 | Annual Training Conference and Tradeshow Mark your calendar for the 2011 Tradeshow, being held at the Greater Tacoma Convention and Trade Center |
| See schedule for dates | Washington Purchasing Manual Training Courses are now available in assisting agencies with compliance and application of the statewide purchasing policy as contained in the Washington Purchasing Manual. |
| Thursday, April 28, 2011 | Westside Vendor Education Seminar This event will be held at the Greater Tacoma Convention and Trade Center. |

Federal: March 10th
State: April 28th
Regional: March 30th



Questions?

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